

Citizen Relationship Management
Intranet Quorum
Proposal for
State of Indiana
Family and Social Services Administration

November 2, 2005

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Pricing Summary
State of Indiana
Family and Social Services Administration
November 2, 2005
Reference Indiana Purchase Order # 05543154 & Associated Documents
Reference Lockheed Martin Quote # 11205JM-INFSSA
10 Additional IQ Users

Description	Note	Quantity	Price	Extension
Software				
Intranet Quorum 3.2 Base System which includes: People, Correspondence, Workflow, Events, Roles, Record Level Security and Internet Suite (IMA, Extended Workflow, and Web Forms) with embedded database.	7, 8	6	\$1,300	\$7,800
Intranet Quorum 3.2 Base System which includes: People, Correspondence, Workflow, Events, Roles, Record Level Security and Internet Suite (IMA, Extended Workflow, and Web Forms) with embedded database.	7,8	4	\$1,170	\$4,680
Total Software				\$12,480
Implementation Services				
Project Management (Project Manager Level 2)	1,5	40	\$125	\$5,000
Workflow Consulting (PM Level 2)	1,5	20	\$125	\$2,500
Report Writing (PM Level 2)	1,5	10	\$125	\$1,250
Installation (IQ Support Specialist Level 1)	1,4	3	\$1,200	\$3,600
User Training Classes (Training Specialist Level 1)	1,3,4,6	3	\$1,200	\$3,600
Technical Training Classes (TS Level 1)	1,3,4	2	\$1,200	\$2,400
Extended Onsite Support (IQSS Level 1)	1,4	3	\$1,200	\$3,600
Data Conversion (Database Programmer Level 1)	1,5	40	\$125	\$5,000
Total Implementation Services				\$26,950
Support & Maintenance				
Support Agreement	5	60	\$100	\$6,000
Maintenance Year One (annual upgrade subscription)	2,8	1	\$1,498	\$1,498
Total Support & Maintenance				\$7,498
Grand Total				\$46,928

Notes:

1. Estimate Only. Actual time will be billed.
2. Maintenance is calculated at 18 percent of total software license fees. Pro-rated Period of Performance is for Nov 1, 2005 to June 30 2006 to keep in line with other licenses on Governor's server.
3. Customer to provide suitable training facilities for up to 12 students per class.
4. This service provided on a T&M basis and billed using an daily rate.
5. This service provided on a T&M basis and billed using an hourly rate.
6. Training as proposed includes: Basics, Correspondence, and Workflow
7. This line item is priced on a Fixed Price basis
8. Cost per IQ User License on the Governor's Contract goes down to \$1170.00 per user after contract exceeds Fifty (50) Users. Current number is 43 users.

General Notes:

9. All prices are subject to the terms and conditions of the IQ License Agreement and the Support and Maintenance Agreement as amended by the State Addendum and agreed to between Indiana and LMDSI.
10. All IQ User Licenses are sold on a named user basis.
11. Travel & Expenses are billed using Indiana Travel Guidelines. (Per Contract above)
12. Please reference the quote # above on all documents.
13. Indiana Office of Technology (OIT) will supply the Server Hardware and have it configured to operate within the OIT Enterprise with Internet access. See attached IQ recommended hardware specification sheet.